

Fiscal Year 2019



Report to the General Assembly
July 1, 2018 - March 31, 2019





The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program ([Missouri Works Summary Page 5](#)).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, the Department of Economic Development is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit ([Pages 6 - 9](#));
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized ([Pages 6 - 9](#));
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized ([Pages 6 - 9](#));
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included ([Pages 10 - 11](#)); and
5. The Department’s response time for each request for a proposed benefit award under this program ([Page 12-13](#)).

Missouri Works Summary

| Program Type | Minimum Job Number | Minimum Investment | Minimum Average Wage | Benefit Type | Statutory Benefit Calculation | Discretionary Benefit Calculation | Other notes |
|-----------------|--------------------|--------------------------------------|-----------------------------|--------------------------------------|--|---|---|
| Zone Works | 2 | \$100,000 within 2 years of approval | 80% of County Average Wage | Statutory | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business). | None | Project Facility must be located in an Enhanced Enterprise Zone |
| Rural Works | 2 | \$100,000 within 2 years of approval | 90% of County Average Wage | Statutory | Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business). | None | Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County. |
| Statewide Works | 10 | None | 90% of County Average Wage | Statutory & Discretionary Components | Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for an existing MO Business). | An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Mega 120 Works | 100 | None | 120% of County Average Wage | Statutory & Discretionary Components | Statutory: 6% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Mega 140 Works | 100 | None | 140% of County Average Wage | Statutory & Discretionary Components | Statutory: 7% of new payroll each yr for 5 years (6 yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits. | An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll). | |
| Retention Works | 50 retained | 50% or more of the incentive total | 90% of County Average Wage | Discretionary | None | Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years. | Company must be at-risk for relocation out-of-state. |

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 03/31/2019

| Company Name/Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP ¹ in \$ |
|--|----------------|-----------------------|---------------|------------------------|-------------------------------|----------------|------------------------|-----------------------------------|-------------------------------------|
| Missouri Works - Mega 140 Works | | | | | | | | | |
| IMODULES SOFTWARE, INC. | Approved | Statutory | | \$ 1,813,186.75 | \$2,128,522.75 | 120 | \$3,605,997.00 | | |
| THE BOEING COMPANY | Approved | Statutory | | \$18,473,779.00 | \$0.00 | 400 | \$30,000,000.00 | | |
| WORLD WIDE TECHNOLOGY HOLDING CO., LLC FKA WORLD WIDE TECHNOLOGY | Approved | Statutory | | \$ 1,816,434.00 | \$2,132,336.00 | 100 | \$0.00 | | |
| B/E AEROSPACE | Approved | Statutory | | \$3,179,098.00 | \$3,731,985.00 | 253 | \$29,500,000.00 | | |
| RGA ENTERPRISE SERVICES COMPANY | Approved | Statutory | | \$2,543,914.00 | \$2,986,334.00 | 150 | \$92,365,450.00 | | |
| Total Mega 140 Works | | | | \$27,826,411.75 | \$10,979,177.75 | 1,023 | \$155,471,447.00 | | |
| Missouri Works - Rural Works | | | | | | | | | |
| AEE INC. DBA EMERYS PROCESSING | Approved | Statutory | | \$0.00 | \$89,834.00 | 23 | \$100,000.00 | | |
| EMERSON CLIMATE TECHNOLOGIES, INC. | Approved | Statutory | | \$0.00 | \$415,145.00 | 85 | \$55,400,000.00 | | |
| INTEK CORPORATION | Approved | Statutory | | \$0.00 | \$28,638.00 | 6 | \$232,000.00 | | |
| GLADWIN MACHINERY AND SUPPLY CENTRAL STATES | Approved | Statutory | | \$0.00 | \$50,108.00 | 2 | \$175,000.00 | | |
| Total Rural Works | | | | \$0.00 | \$583,725.00 | 116 | \$55,907,000.00 | | |
| Missouri Works - Statewide Works | | | | | | | | | |
| ALPINE AVIATION GROUP, INC. | Approved | Statutory | | \$0.00 | \$427,908.00 | 39 | \$238,720.00 | | |
| CENTRAL STATES MANUFACTURING, INC. | Approved | Statutory | | \$0.00 | \$692,611.00 | 88 | \$6,300,000.00 | | |
| CHOWNOW, INC. | Approved | Discretionary | | \$617,631.00 | \$1,097,619.00 | 173 | \$1,960,000.00 | 2.3 | \$260,514,249.00 |
| ERVIN CABLE CONSTRUCTION, LLC | Approved | Statutory | | \$0.00 | \$578,568.00 | 74 | \$411,665.00 | | |
| GLASS LEWIS & CO. LLC | Approved | Statutory | | \$0.00 | \$347,953.34 | 51 | \$1,750,000.00 | | |
| GROVE COLLABORATIVE, INC. | Approved | Statutory | | \$1,192,061.00 | \$0.00 | 210 | \$3,708,500.00 | | |
| HLK, LLC | Approved | Statutory | | \$0.00 | \$2,107,190.00 | 130 | \$10,500,000.00 | | |
| JACOBSMEYER CONSTRUCTION COMPANY, LLC | Approved | Statutory | | \$0.00 | \$182,349.00 | 13 | \$0.00 | | |
| KB PODS, LLC | Approved | Statutory | | \$0.00 | \$349,745.00 | 63 | \$3,685,809.00 | | |

Note:

1 GSP = Gross State Product

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 12/31/2018

| Company Name/Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP ¹ in \$ |
|---|----------------|-----------------------|---------------|------------------------|-------------------------------|----------------|------------------------|-----------------------------------|-------------------------------------|
| MODERN LITHO - KANSAS CITY, LLC | Approved | Statutory | | \$0.00 | \$419,161.00 | 42 | \$1,000,000.00 | | |
| QUAKER WINDOW PRODUCTS CO. | Approved | Discretionary | | \$3,411,025.00 | \$0.00 | 290 | \$65,330,000.00 | 1.26 | \$289,227,102.00 |
| THRASHER-KC, INC. | Approved | Statutory | | \$0.00 | \$103,682.00 | 50 | \$250,000.00 | | |
| TRIAD, INC. | Approved | Statutory | | \$0.00 | \$313,017.00 | 45 | \$3,675,000.00 | | |
| SUN SOLAR, LLC | Approved | Statutory | | \$0.00 | \$434,009.00 | 100 | \$4,453,750.00 | | |
| PRO METALS, LLC | Approved | Statutory | | \$0.00 | \$749,926.00 | 30 | \$3,909,980.00 | | |
| ARCTIC GLACIER U.S.A., INC. | Approved | Statutory | | \$0.00 | \$221,258.00 | 36 | \$1,610,800.00 | | |
| MEDICAL EQUIPMENT SOLUTIONS, INC. DBA PURAIR PRODUCTS | Approved | Statutory | | \$0.00 | \$187,641.00 | 20 | \$550,000.00 | | |
| CANTEX, INC. | Approved | Statutory | | \$0.00 | \$407,668.00 | 60 | \$1,750,000.00 | | |
| THERMAVANT TECHNOLOGIES, LLC | Approved | Statutory | | \$0.00 | \$82,868.00 | 10 | \$952,410.00 | | |
| CONTINENTAL DISC CORPORATION | Approved | Statutory | | \$0.00 | \$363,147.00 | 49 | \$11,493,000.00 | | |
| SIERRA BULLETS, LLC | Approved | Statutory | | \$0.00 | \$268,689.00 | 32 | \$2,000,000.00 | | |
| MITEK USA, INC. | Approved | Statutory | | \$0.00 | \$191,100.00 | 23 | \$1,120,200.00 | | |
| DRS SUSTAINMENT SYSTEMS INC. | Approved | Statutory | | \$0.00 | \$242,125.00 | 20 | \$7,550,000.00 | | |
| LEGGETT & PLATT, INCORPORATED | Approved | Statutory | | \$0.00 | \$242,417.00 | 35 | \$10,000,000.00 | | |
| FAIRBANKS SCALES, INC. | Approved | Statutory | | \$0.00 | \$523,873.00 | 65 | \$1,300,000.00 | | |
| CONEXON, LLC | Approved | Statutory | | \$0.00 | \$287,770.00 | 22 | \$926,915.00 | | |
| AMERICAN CENTURY COMPANIES, INC | Approved | Statutory | | \$171,401.00 | \$291,845.00 | 74 | \$0.00 | | |
| GLMV ARCHITECTURE, INC. | Approved | Statutory | | \$0.00 | \$441,807.00 | 52 | \$1,868,760.00 | | |
| ODIMO LLC | Approved | Statutory | | \$0.00 | \$54,153.00 | 10 | \$115,000.00 | | |
| BURNS & MCDONNELL, INC. | Approved | Statutory | | \$0.00 | \$6,532,000.00 | 250 | \$40,000,000.00 | | |
| DRS SUSTAINMENT SYSTEMS INC. | Approved | Statutory | | \$0.00 | \$230,604.00 | 12 | \$19,100,000.00 | | |
| LUZCO TECHNOLOGIES, LLC | Approved | Statutory | | \$0.00 | \$160,147.00 | 10 | \$798,000.00 | | |
| MCCLURE ENGINEERING COMPANY | Approved | Statutory | | \$0.00 | \$338,572.00 | 24 | \$1,787,536.00 | | |

Note:
1 GSP = Gross State Product

Missouri Works Report for Legislators Total Authorized From 7/01/2018 To 12/31/2018

| Company Name/Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP ¹ in \$ |
|--|----------------|-----------------------|---------------|------------------------|-------------------------------|----------------|------------------------|-----------------------------------|-------------------------------------|
| ENVISION, LLC | Approved | Statutory | | \$0.00 | \$1,571,534.00 | 147 | \$140,000.00 | | |
| AMERICAN OUTDOOR BRANDS CORP. | Approved | Discretionary | | \$1,486,478.00 | \$1,486,478.00 | 274 | \$55,000,000.00 | 2.16 | \$340,192,610.00 |
| BRETTON WOODS GROUP, INC. | Approved | Statutory | | \$0.00 | \$875,291.49 | 53 | \$1,000,000.00 | | |
| DATANALYTICS, INC. | Approved | Statutory | | \$0.00 | \$288,817.00 | 25 | \$43,170.00 | | |
| EXEGY, INC | Approved | Statutory | | \$0.00 | \$499,942.00 | 30 | \$5,400,000.00 | | |
| K12 ITC, INC. | Approved | Discretionary | | \$63,135.00 | \$208,977.00 | 23 | \$11,500,000.00 | 4.79 | \$116,105,680.00 |
| VALOREM LLC | Approved | Statutory | | \$0.00 | \$1,154,775.00 | 100 | \$3,902,500.00 | | |
| LEVER1, LLC | Approved | Statutory | | \$0.00 | \$107,017.00 | 14 | \$11,000.00 | | |
| SWIPESUM, INC. | Approved | Statutory | | \$1,348,605.00 | \$0.00 | 80 | \$356,500.00 | | |
| CURATE, LLC FKA LOGOS IDENTITY LLC | Approved | Statutory | | \$0.00 | \$74,301.00 | 10 | \$0.00 | | |
| KWS GATEWAY RESEARCH CENTER, LLC | Approved | Discretionary | | \$122,056.00 | \$169,621.00 | 10 | \$17,200,000.00 | 2.39 | \$110,168,000.00 |
| NORMAL BRAND, LLC | Approved | Statutory | | \$0.00 | \$93,560.00 | 12 | \$585,000.00 | | |
| MORAN FOODS, LLC DBA SAYE-A-LOT, LTD. | Approved | Discretionary | | \$619,949.00 | \$555,310.00 | 24 | \$20,400,000.00 | 5.39 | \$269,696,000.00 |
| CORDELL PRACTICE MANAGEMENT GROUP, LLC | Approved | Statutory | | \$0.00 | \$291,370.00 | 10 | \$1,425,000.00 | | |
| Total Statewide Works | | | | \$9,032,341.00 | \$26,248,415.83 | 3,014 | \$327,059,215.00 | Avg: 3.05 | \$1,385,903,641.00 |
| Missouri Works - Zone Works | | | | | | | | | |
| CENTRAL SERVICE AND SUPPLY INC. | Approved | Statutory | | \$0.00 | \$38,186.00 | 7 | \$976,000.00 | | |
| O'REILLY HOSPITALITY MANAGEMENT, LLC | Approved | Statutory | | \$0.00 | \$59,362.00 | 10 | \$14,736,890.00 | | |
| PHOENIX DECOR, LLC | Approved | Statutory | | \$0.00 | \$136,142.00 | 63 | \$1,264,000.00 | | |
| PRESTON REFRIGERATION CO., INC. | Approved | Statutory | | \$0.00 | \$1,335,737.00 | 102 | \$6,000,000.00 | | |
| SMITH SEED SERVICES, LLC | Approved | Statutory | | \$0.00 | \$90,943.00 | 38 | \$24,500,000.00 | | |
| DEL CARMEN, LLC | Approved | Statutory | | \$0.00 | \$45,187.00 | 6 | \$304,000.00 | | |
| SENSIENT COLORS LLC | Approved | Statutory | | \$0.00 | \$201,315.00 | 36 | \$5,300,000.00 | | |

Note: 1 GSP = Gross State Product

| Company Name/Requestor Program | Product Status | Mo Works Project Type | Retained Jobs | Authorized Tax Credits | Authorized Withholding Amount | Projected Jobs | Anticipated Investment | Net General Revenue Benefit Ratio | Value-Added/ GSP ¹ in \$ |
|--------------------------------------|----------------|-----------------------|---------------|------------------------|-------------------------------|----------------|------------------------|-----------------------------------|-------------------------------------|
| INTERLOCK STEEL STRUCTURES (USA) INC | Approved | Statutory | | \$0.00 | \$47,350.00 | 8 | \$421,096.00 | | |
| FLUID POWER SUPPORT, LLC | Approved | Statutory | | \$0.00 | \$30,898.00 | 12 | \$349,000.00 | | |
| CNH REMAN, LLC | Approved | Statutory | | \$0.00 | \$538,283.00 | 149 | \$17,890,000.00 | | |
| ROMA GROCERY CO. | Approved | Statutory | | \$0.00 | \$47,613.00 | 7 | \$100,000.00 | | |
| GTI USA | Approved | Statutory | | \$0.00 | \$135,068.00 | 11 | \$261,300.00 | | |
| CHARTER COMMUNICATIONS, INC. | Approved | Statutory | | \$0.00 | \$2,498,869.00 | 345 | \$20,001,000.00 | | |
| RUSSELL CELLULAR INC. | Approved | Statutory | | \$0.00 | \$685,447.00 | 135 | \$9,000,000.00 | | |
| PDC LABORATORIES, INC. | Approved | Statutory | | \$0.00 | \$146,773.00 | 22 | \$8,164,183.00 | | |
| PORTER TELEO LLC | Approved | Statutory | | \$0.00 | \$21,244.00 | 4 | \$1,100,000.00 | | |
| MRIGLOBAL | Approved | Statutory | | \$0.00 | \$831,991.00 | 53 | \$4,500,000.00 | | |
| Total Zone Works | | | | \$0.00 | \$6,890,408.00 | 1,008 | \$114,867,469.00 | | |
| Total Ending 07/01/2018 - 03/31/2019 | | | | \$36,858,752.75 | \$44,701,726.58 | 5,161 | \$653,305,131.00 | Avg: 3.05 | \$1,385,903,641.00 |

Missouri Works Report for Legislators *Closed projects as of 12/31/2018*

| Company Name/ Requestor Program | Product Status | Mo Works Project Type | Retained Jobs (Projected) | Retained Jobs (Actual) | Total Benefits Authorized | Total Benefits Received | New Jobs (Projected) | |
|---|-------------------|--------------------------|---------------------------------|------------------------------|------------------------------|----------------------------|-------------------------|--|
| Missouri Works - Mega 140 Works | | | | | | | | |
| SEDGWICK, LLP | Closed | Statutory | | | \$3,240,988.25 | \$948,072.72 | 125 | |
| Total Mega 140 Works | | | | | \$3,240,988.25 | \$948,072.72 | 125 | |
| Missouri Works - Retention Works | | | | | | | | |
| FORREST T. JONES & COMPANY, INC. | Closed | Discretionary | 215 | 214 | \$1,666,731.00 | \$1,666,278.60 | | |
| RSM US LLP FKA MCGLADREY LLP | Closed | Discretionary | 133 | 128 | \$1,413,699.00 | \$1,230,553.00 | | |
| Total Retention Works | | | 348 | 342 | \$3,080,430.00 | \$2,896,831.60 | | |
| Missouri Works - Statewide Works | | | | | | | | |
| MEDICAL TRANSPORTATION MANAGEMENT, INC. | Closed | Statutory | | | \$165,348.64 | \$161,458.00 | 30 | |
| Total Statewide Works | | | | | \$165,348.64 | \$161,458.00 | 30 | |
| Missouri Works - Zone Works | | | | | | | | |
| RONNOCO COFFEE, LLC | Closed | Statutory | | | \$69,520.50 | \$13,827.00 | 10 | |
| WILBERT FUNERAL SERVICES, INC. | Closed | Statutory | | | \$17,136.64 | \$1,979.00 | 3 | |
| CASSENS TRANSPORT COMPANY | Closed | Statutory | | | \$1,327,844.53 | \$200,819.00 | 95 | |
| Total Zone Works | | | | | \$1,414,501.67 | \$216,625.00 | 108 | |
| Total Ending 07/01/2018 - 03/31/2019 | | | 348 | 342 | \$7,901,268.56 | \$4,222,987.32 | 263 | |

Two Companies were disapproved/denied from the MO Works Program.

Note:

1 GSP = Gross State Product

| | New Jobs (Actual) | Anticipated Investment | Actual Investment | Net General Revenue Benefit Ratio (Authorized) | Value-Added/ GSP ¹ in \$ (Authorized) | Net General Revenue Benefit Ratio (Actual) | Value-Added/ GSP ¹ in \$ (Actual) |
|--|----------------------|---------------------------|----------------------|---|--|--|--|
| | 87 | \$4,649,631.00 | | | | | |
| | 87 | \$4,649,631.00 | | | | | |
| | | \$3,000,000.00 | \$6,786,855.74 | 4.1 | \$1,801,000.00 | 1.67 | \$2,007,000.00 |
| | | \$2,978,789.00 | \$3,351,216.96 | 1.17 | \$31,000.00 | 2.08 | \$105,051,000.00 |
| | | \$5,978,789.00 | \$10,138,072.70 | Avg: 2.63 | \$1,832,000.00 | Avg: 1.87 | \$107,058,000.00 |
| | 27 | | | | | | |
| | 27 | | | | | | |
| | 4 | \$500,000.00 | | | | | |
| | 1 | \$1,500,000.00 | | | | | |
| | 22 | \$2,750,000.00 | \$111,448.01 | | | | |
| | 27 | \$4,750,000.00 | \$111,448.01 | | | | |
| | 141 | \$15,378,420.00 | \$10,249,520.71 | Avg: 2.63 | \$1,832,000.00 | Avg: 1.87 | \$107,058,000.00 |

Proposal Assignment Tracking

(July 1, 2018 – March 31, 2019)

| Project ID ¹ | # of Business Days from PIR ² to RFP ³ | # of Business Days from RFP to Proposal ⁴ | # of Business Days from PIR to Response ⁵ |
|-------------------------|--|--|--|
| 1806003 | 2 | 3 | 5 |
| 1806020 | 2 | 1 | 0 |
| 1807004 | 5 | 1 | 6 |
| 1807007 | 2 | 4 | 1 |
| 1807010 | 1 | 2 | 1 |
| 1808001 | 9 | 1 | 0 |
| 1808003 | 0 | 4 | 0 |
| 1808004 | 1 | 3 | 4 |
| 1808005 | 3 | 2 | 5 |
| 1808006 | 0 | 3 | 0 |
| 1808007 | 0 | 3 | 0 |
| 1808008 | 0 | 3 | 0 |
| 1808010 | 4 | 2 | 6 |
| 1809002 | 10 | 1 | 4 |
| 1809003 | 11 | 2 | 4 |
| 1809004 | 1 | 2 | 1 |
| 1809005 | 7 | 4 | 2 |
| 1809006 | 16 | 3 | 3 |
| 1809007 | 5 | 5 | 4 |
| 1809008 | 2 | 5 | 2 |
| 1809009 | 0 | 4 | 0 |
| 1809010 | 14 | 1 | 5 |
| 1809012 | 14 | 1 | 3 |
| 1810001 | 0 | 3 | 0 |
| 1810002 | 5 | 5 | 0 |
| 1810003 | 0 | 2 | 0 |
| 1810004 | 3 | 1 | 3 |
| 1810005 | 0 | 4 | 0 |
| 1810006 | 2 | 2 | 4 |
| 1810007 | 0 | 3 | 3 |
| 1810009 | 1 | 6 | 7 |
| 1810010 | 6 | 1 | 1 |
| 1810012 | 2 | 1 | 0 |
| 1810013 | 0 | 1 | 0 |
| 1811001 | 3 | 5 | 1 |
| 1811005 | 1 | 2 | 0 |
| 1811006 | 6 | 2 | 8 |
| 1811007 | 9 | 4 | 13 |
| 1811009 | 0 | 2 | 0 |
| 1811013 | 3 | 2 | 0 |
| 1812001 | 0 | 3 | 0 |
| 1812002 | 22 | 4 | 0 |
| 1812003 | 17 | 2 | 19 |
| 1812004 | 11 | 3 | 2 |
| 1812005 | 0 | 3 | 3 |
| 1812006 | 22 | 3 | 25 |
| 1812007 | 0 | 2 | 2 |
| 1812008 | 0 | 2 | 0 |

1 Duplicate Project ID #'s indicate multiple requested proposals.

2 PIR = Date Completed Project Information Request is submitted to DED.

3 RFP = Date Request for Proposal is submitted to Finance.

4 Proposal = Date Proposal is completed and sent to Company.

5 Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

| Project ID ¹ | # of Business Days from PIR ² to RFP ³ | # of Business Days from RFP to Proposal ⁴ | # of Business Days from PIR to Response ⁵ |
|--------------------------------------|--|--|--|
| 1812009 | 1 | 1 | 0 |
| 1812010 | 5 | 3 | 5 |
| 1901001 | 3 | 3 | 3 |
| 1901002 | 36 | 3 | 39 |
| 1901005 | 6 | 1 | 7 |
| 1901006 | 0 | 2 | 0 |
| 1901007 | 2 | 11 | 4 |
| 1901008 | 1 | 1 | 1 |
| 1901009 | 1 | 1 | 1 |
| 1901010 | 0 | 2 | 1 |
| 1901011 | 8 | 8 | 16 |
| 1901013 | 4 | 4 | 1 |
| 1901015 | 0 | 8 | 0 |
| 1901016 | 4 | 7 | 11 |
| 1901017 | 2 | 3 | 0 |
| 1902001 | 1 | 2 | 0 |
| 1902002 | 4 | 1 | 3 |
| 1902003 | 4 | 2 | 1 |
| 1902006 | 0 | 4 | 0 |
| 1902007 | 0 | 4 | 0 |
| 1902008 | 0 | 4 | 0 |
| 1902009 | 6 | 4 | 10 |
| 1903002 | 3 | 4 | 7 |
| 1903008 | 1 | 5 | 6 |
| 1903009 | 4 | 3 | 2 |
| 1903011 | 4 | 2 | 3 |
| 1903012 | 4 | 2 | 2 |
| 1903013 | 1 | 4 | 0 |
| 1903015 | 4 | 3 | 2 |
| Average Response Time in Days | | | 3.53 |

1 Duplicate Project ID #'s indicate multiple requested proposals.

2 PIR = Date Completed Project Information Request is submitted to DED.

3 RFP = Date Request for Proposal is submitted to Finance.

4 Proposal = Date Proposal is completed and sent to Company.

5 Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

